

meTTom



**Supply Chain Consultancy
Training
Coaching**



Supply Chain Focus points

- > Execution Team spirit
- > Supply chain Structure
- > Space Optimization
- > Supply chain Requirements
- > Automation Design
- > SC Integration in the Company
(IT, Finance & Marketing)

Vision

The biggest challenge is to have your team understand, accept and adopt the Companies Vision and guide-lines in their daily work.

"You can study Supply Chain, or ... you can live it", ... just to make sure it is to emphasize; the real progress is in the combination of the "knowledge and the practical execution". I have been travelling many countries in relation to Supply Chain, some I could speak the languages, some not one word. But despite the language most "miscommunication I found, is in the process from Plan to Execution.

To live Supply Chain, you must have made the miles, the order picks, the out-of-stocks, the cost cutting from a practical approach and the team ups- and downs. One of the Television programs making this very visible is "undercover boss". The program itself reveals a good result with "Executives and the Execution level" after a week, though the core-question is Why does this have to happen *undercover*?

The answer to this question is, that so far the miscommunication between levels often has not been solved. Mediation is necessary understanding both the "Executives as the Executions".

Supply Chain 'Core' – booth camp

S CORE:

meTTom can provide the mediation using a "Supply chain CORE – booth camp".

The program focus is on:

Communication – building the requirements and teams

Out-of-Stock – what stock security level is required

Result driven – cost - versus margin control

Execution – the team must have fun and tools to perform at their best.

"You can study Supply Chain, or you can live it!"



meTTom

Helps your team, on each level, to speak the same language

Offers the tools to work with the different teams in your organization, to fit and improve the supply chain to your Companies Specific requirements.

Supports you in Building and Realizing a smooth Supply Chain structure.



Training & Coaching

This part is focusing on helping Supply Chain Managers to speak different company languages, bridging Executives and Executions speak "P&L" (What) with the executive level, speak "KPI" (Why) with the Peer level and speak "Task" (How) with the Executional level.

Again, speaking the "right languages" at the right level will allow the Supply chain team to be able to live up to the Company's strategy and requirements for success.

Example:

A Company strategy to increase the Market Share and Margin will lead in the Supply Chain to;

- higher labor
- more or frequent use of space and equipment.

These ingredients need to be translated to more Task-Efficiency thus Cost Control.

Often Supply Chains continue their successful method from the past, while changing to other methods due to the grow is the necessity.

Here is the *catch 22*, the Higher pressure to Perform numbs the Executions and risk of losing the Companies achievements is very evident.

Supply Chain Development

Of course, ...

It is not all just short term planning and execution, in order to develop the Supply Chain you need to develop per the needs of the company.

- ◇ How much space is necessary
- ◇ how many team members are necessary
- ◇ number of racking.

Most of these are the "static" pieces in the development. The dynamic pieces are basically more important, how many flows are in the Supply Chain; production flow, logistic flow, goods flow, financial flow and "actual" flow.

meTTom

The name is established over the years in the practical environment of Supply chain and Logistics.

For over 30 years answering the phone "met Tom", which is Dutch for "Tom speaking", led to people believing "meTTom" was the name. On the other hand, it also represents my way of working as you always must work "with a person, team or company".

meTTom will work with you, your team and your company to mutual achieve results and lead the agreed projects to success!



STATEMENTS

"None of us, is as Good as all of us!"

"Finalize task no: 1 for 100%, before moving to task no: 2!"

"One thread a day, is a cloth in a year!"

Simplifying Supply Chain

meTTom Consultancy, Training and Coaching

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